



Technologic Partners

March 3, 1995

Brewster Kahle
President
WAIS
1040 Noel Drive
Menlo Park, CA 94025

Dear Mr. Kahle,

Would you make a presentation about your company at our third annual Digital Media Outlook conference?

Digital Media Outlook will update an expected audience of several hundred industry leaders and influential investors on trends for the year ahead and beyond. The event, sponsored by Technologic Partners, will be held at the Hyatt Regency San Francisco Airport in Burlingame, Calif., on September 11 and 12. On the first day, the program will feature presentations by corporate management; on the second day, the program will focus on industry issues.

I'd be extremely pleased if you could make a management presentation on Monday, September 11. The presentation, geared to the financial community, would last 20 minutes and be repeated once. Of course, you'd be welcome to join us for the entire conference.

Digital Media Outlook will focus on the Internet, online services, tools for creating content, as well as the growing world of electronic commerce. Because only the CEOs of major companies within each sector appear at our conferences, we have consistently been able to attract an audience of influential investors and industry leaders.

Please call Robert Johnson, Conference Coordinator, within the next few days, to reply to this invitation. He is available to answer your questions. We do hope that you will be able to participate in Digital Media Outlook.

Sincerely,

Richard A. Shaffer
Principal

cc: John Duhring, VP, Business Development